



	3 Year Avg rounded	FY19 Goal	FY 19 Actual YTD	Status	Comments
NEW FINANCING ACTIVITIES					
Loan Guarantees	\$ 3,200,000	\$ 4,000,000	\$ 2,000,000	Above Target	Above YTD target - John Turner Consulting impact: 123 NH Jobs
Direct Loans	\$ 2,100,000	\$ 3,000,000	\$ 750,000	Below Target	Improved w/ Princeton Tech Corp closing (117 jobs). Slightly below YTD target, by \$500k.
Bond Issuances	\$27,900,000	\$ 200,000,000	\$ 249,595,000	Above Target	Extraordinarily robust bond activity. Exceeded full year target in 5 months.
Equity Financing Deployed	\$ 400,000	\$ 400,000	\$ 509,091	Above Target	Vox fund capital call deployed, exceeded full year target. Great opportunity for NH biotech companies.
LIQUIDITY					
Funds available to lend/invest	\$15,400,000	\$ 13,400,000	\$ 17,101,456	Below Target	*See note below for further explanation
OPERATIONS					
Annual Revenue	\$ 1,822,000	\$ 1,616,908	\$ 702,775	Above Target	Revenue 250k above YTD budget
Annual Expenses	\$ (1,659,000)	\$ (1,689,077)	\$ 430,242	Above Target	Expenses 135k below YTD budget
Net Income	\$ 163,000	\$ (72,169)	\$ 272,533	Above Target	Net income 385k above YTD budget
OTHER "HOT" ITEMS					
Jobs impacted/created	1,056	1,000	325	Below Target	325 jobs impacted is strong, but 100 below internal YTD target. Will improve as year progresses.
Loan Loss Rate (GAP, WAG, ALDO)	1.57% (last year)	\$ 309,681 1.00%	\$ - 0.00%	Above Target	Technically less than zero losses due to \$45k [REDACTED] recovery
New Deal Inquires	215 (last year)	150	101	Above Target	New inquiry rate is good, outreach efforts creating good results
Outbound Business Development Calls/Meetings	30 (last year)	36	23	Above Target	Proactive business outreach meetings / calls, staying in touch with business community and needs.

Link to Meeting Minutes:

<http://www.nhbfa.com/meeting-minutes/>

*Note:

Liquidity listed as "Below Target", but liquidity is strong. We indicate the status as "Below Target" because the current year's goal is to increase lending and guaranty support to NH companies through expansion and recruitment of new employers. That would have the effect of decreasing the available funds to lend. Therefore liquidity is "Below Target" because the number of closed loans has not yet reached targeted levels for the year.